

# Verani Voice

## In This Issue:

### Corporate News

New Career Web Site	1
Welcome Our Newest Technology Member	2
3 <sup>rd</sup> Quarter PREA Winners	2
October's Top 12	2
Welcome New Associates	2
Coat Drive Participation	2
TeamBuilder Bonus Checks Awarded!	3

### Regional News

Region 1	4
Region 2	5
Region 3	6
Region 4	7
Region 5	8

### Division News

Commercial	9
New Homes	10

## Have You Seen Our New Career Web Site?

[www.career-in-real-estate.com](http://www.career-in-real-estate.com) is a new web site catering to prospective Agents looking to join Prudential Verani Realty. Here Agents can learn about Prudential Verani Realty, our Leadership Team, culture, core values, company information, current openings and more!

Prospective Agents can also navigate the site based on their experience level:

**New Agents** navigating our site will be able to learn more about the profession and what they need to do to get started with topics discussing:

- New England School of Real Estate
- A Day in the Life of a Prudential Verani Real Estate Agent
- Transferable Skills
- Keys to Success
- How We Develop a Winning Team
- Agent Services

**Experienced Agents** will be able to learn more about what we have to offer and why they should choose Prudential Verani Realty over our competitors with topics discussing:

- Leadership
- Meet the Team
- Technology
- Agent Skills
- Agent Services
- DreamBuilder™
- TeamBuilder™

Career Opportunities at Prudential Verani Realty are not limited to just Agents either. We offer unique referral partnerships in addition to administrative and IT support and branch management positions.

**If you know someone who is considering a career in real estate this site is the perfect tool to help them get started!**

**Help Us Reach Our Goal Of Collecting 10,000 Winter Items!**




**Prudential Verani Realty** Build Your Career with Prudential Verani Realty!

HOME | VALUE PROPOSITION | LEADERSHIP TEAM | CULTURE AND CORE VALUES | COMPANY INFORMATION | CONTACT US

**VERANI WAY OPPORTUNITY AVE**

**New Agents**

- New England School of Real Estate
- A Day in the Life of a Prudential Verani Real Estate Agent
- Transferable Skills
- Keys to Success
- How We Develop a Winning Team
- Agent Services

**DID YOU KNOW?**

*There is a notable difference in training and mentoring. Prudential Verani takes it light years further by offering a comprehensive education program supported by coaching for life.*

**Experienced Agents**

- Leadership - Meet the Team
- Technology
- Agent Skills
- Agent Services
- DreamBuilder™
- TeamBuilder™

**Why should you bring your skills to Prudential Verani?**

Agents who come to work with us will succeed as long as they have the drive to independently make and keep the... If that is not you; if you are a person who enjoys being the master of your own domain, a person who wants more and

### Welcome New Team Member

WE ARE PROUD TO INTRODUCE

OUR NEWEST

TECHNOLOGY  
TEAM MEMBER

We are pleased to announce that **Lara Ugolini** has taken a new role within Prudential Verani as Media Integration Specialist (MIS). Lara has been with us for a little over eight years in an administrative capacity in our Bedford office in region one. She will be joining us in a new role within the company that will be focused on the support, promotion and training of our technological pursuits. We are excited to have her with us in this new capacity.

A graduate of Ole Miss, Lara was born and raised in Tupelo, Mississippi. She resides in Bedford, New Hampshire with her husband, Dan.



**Lara Ugolini**  
lara.ugolini@verani.com  
603-845-2129 Direct

Do YOU KNOW SOMEONE WHO WOULD BE A GREAT FIT FOR PRUDENTIAL VERANI REALTY? IF SO, CONTACT MARGHERITA VERANI TODAY (603) 845-2115 OR MARGHERITA.VERANI@VERANI.COM!

### Congratulations October's Top 12!

- **Rebecca Chase** (Londonderry)
- **Mary Jo Driggers** (Salem)
- **Jong Mi Edinger** (Londonderry)
- **Dana Ford** (Salem)
- **Don Goudreau** (Concord)
- **Linda Jordan** (Salem)
- **Tami Mousseau** (Concord)
- **David Nease** (Londonderry)
- **Jeff Paolini** (Portsmouth)
- **Judy Tuscano** (Epping)
- **Matthew Welch** (Nashua)
- **Steve White** (Londonderry)



### Welcome New Associates!

We would like to welcome all new Associates that have joined our company since the last Verani Voice Issue!

#### Region 4 Associates

- **Cory Lemay** (Londonderry)
- **Robert Lemelin** (Londonderry)



### 3rd Quarter PREA Award Winners

**Congratulations  
To Our 3rd Quarter 2010  
Prudential Real Estate Affiliates Winners!**



**Team Walther**  
Peg & Bob Walther  
Londonderry Office, Region 4  
**Sales Professional Awards**

- 1st Place in New Hampshire for Residential GCI
- 1st Place in New Hampshire for Residential Units



**Team Healy**  
Brian & Michelle Healy  
Londonderry Office, Region 4  
**Sales Professional Awards**

- 3rd Place in New Hampshire for Residential GCI
- 2nd Place in New Hampshire for Residential Units



**Team One**  
Chris Evans, Connie Soucy & Deb Hull  
Concord Office, Region 2  
**Sales Professional Awards**

- 3rd Place in New Hampshire for Residential Units

### Participate In Our 9th Annual Coat Drive!

Our Coat Drive Team have been busy collecting items for our **9th Annual Coat Drive** BUT they still need your help!

For those of you who are interested in helping, contact your Coat Drive Team Leader for flyers, door hangers, tax receipts and more to help promote this worthy cause in your community.

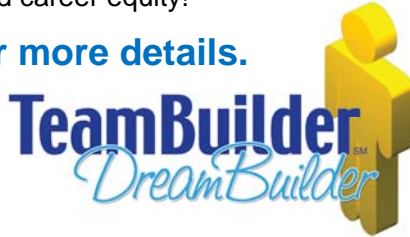
Our goal is to collect 10,000 winter items, your participation in helping us achieve our goal is much appreciated! **Contact your Office's Coat Drive Team Leader today!**

### TeamBuilder Bonuses Paid!

We are pleased to announce the 3rd Quarter TeamBuilder Bonus Checks have been given out! Congratulations recipients!

Are you looking for a way to continuously grow and improve our Verani Team and increase your income? Well **TeamBuilder can help!** With TeamBuilder, we believe that you can help us identify quality individuals interested in joining our team. And for your efforts in assisting in our growth, you will receive the opportunity to earn additional revenue & build career equity!

See your Manager for more details.



#### Bonus Recipient

#### Office

Mark Allen	Bedford
Lori Aurora	Bedford
Kim Bishop	Bedford
Kathy Corey-Fox	Londonderry
Jane Cresta	Londonderry
Michelle D'Aoust	Londonderry
Mary Jo Driggers	Salem
Chris Evans	Concord
Carol George	Epping
Mary Goodnow	Londonderry
Rhonda Grace	ABN
Kathy Gualco	Salem
Tina Hagen	Nashua
Cliff Harris	Commercial
Pat Hewitt	Concord
Deb Hull	Concord
Angela Kelly	Concord
Sue Krochmal	Londonderry
Pat Langdon	Epping
Janet MacCausland	Portsmouth
John MacGilvary	Londonderry
Karin Marineau	Salem
Kathy McCarthy	Bedford
Kathi Mikilitus	Salem
Tami Mousseau	Concord
Val Munoz	Londonderry
Jeff Paolini	Portsmouth
Nancy Philbrick	Londonderry
Sharon Riley	Salem
Steve Wallack	Londonderry
Peg Walther	Londonderry
Linda Watters	Portsmouth
Karen Waystack	Salem
Donna Wells	Londonderry
Nancy Winthrop	Portsmouth



**Rhonda Grace** (left) receiving her TeamBuilder Bonus Check from **Tina Hagen**, Nashua Manager (right).



**Kathy Lee**, Concord Regional Manager (left), presenting **Angela Kelly** (right) with her 3<sup>rd</sup> Quarter TeamBuilder Bonus Check!



**Debra Jarvis**, Bedford Regional Manager, hands **Kim Bishop**, Bedford Associate her quarterly TeamBuilder check.

# Region 1

Bedford & Nashua Office News

## Q3 Training Award Recipient

Below **Tina Hagen**, Nashua Regional Manager, presents **Lise Tremblay**, Nashua Agent, with a gift card for an Ashitsu massage!



## Matthew Welch Recognized For Internet Marketing Excellence

REALTOR.com® National Speaker, Joe Sesso, presented **Matthew Welch**, Nashua Agent, with the "Real Estate Online Marketing Award of Excellence" at a recent real estate marketing and technology seminar that demonstrated cutting edge techniques for leveraging the internet and technology in real estate marketing. This Award of Excellence recognizes top agents who consistently provide great marketing services on behalf of their buyers and sellers.

"The extra steps agents like Matthew are taking on behalf of their clients is the reason we thought it worthwhile to call out the effort we have seen these agents make online and to recognize them for providing these added value services," says Mr. Sesso.



WE ARE PROUD TO INTRODUCE

# OUR NEWEST

## STAFF MEMBER

Prudential Verani Realty is pleased to announce that **Jill Puchacz** has joined the Bedford Regional Center as an Office Administrator.

Her exemplary customer service excellence attitude combined with her skilled administrative and technical expertise will provide our both associates & customers with quality support and assistance.

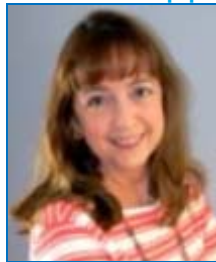
Born and raised in Manchester, NH, Jill is both a graduate of Memorial High and SNHU with a BA in History. Upon graduation, she dedicated a year of volunteer service to Americorps where she held a position at the CareGivers Caring Cupboard in Bedford. Jill was first introduced to the Verani team family after placing endless calls to find volunteers for the CareGivers. John MacGilvary listened to her request for a minute and said, "Perfect, count us Veranians in!".

In her spare time, Jill enjoys being a Swim Instructor at the Executive Health and Sports Center as well as working on her newest venture of selling Lia Sophia jewelry.



**Jill Puchacz**  
jill.puchacz@verani.com  
603-472-1010

## Note of Appreciation: Patty Bixby, Bedford



I choose to work with Prudential Verani Realty because my brother is friends with Linda Hutton from the Concord Office so I thought I would give PVR a try too! After being referred to **Patty Bixby** I found her to be knowledgeable, honest and friendly. She helped me find the perfect home and was a pleasure to work with throughout the transaction. I am a totally satisfied customer! ~ Diane Michaliszyn

## A Note of Thanks for "Cooperative Spirit"

(Sent to **Bill Monahan**, Bedford Associate)



Dear Bill,

A sincere thank you for all your help in bringing 26 Green Meadow Lane to a successful closing today.

No transaction is a "breeze" these days, but your professional approach & ease of manner made things much easier! It was a pleasure working with you. I hope we can do it again soon.~ Best Regards, Maureen Freeman, Keller Williams Realtor

# Region 2

Concord Office News

## Congratulation...It's a Boy!!!!



Announcing **Cynthia Proulx's** NEW bundle of joy...Tyler James, 7.9 Lbs and 19 1/2"! Congratulations!

## Thank You Sharon Giordano!

The Concord Office would like to take this opportunity to thank **Sharon Giordano**, Londonderry Office Admin, for her outstanding administrative support while Cynthia Proulx has been out on maternity leave. She just naturally fits in with our office culture which has been wonderful and she is extremely efficient!!!! Thanks Sharon!!!!



## American Red Cross Babysitting Class

This course will teach you the responsibilities and qualities of a good babysitter and what to expect from the person who hires you. You will also learn how to handle an emergency or illness, perform first aid, including responding effectively to life threatening emergencies, and perform basic care routines such as diapering, feeding and dressing infants and children.

**AGES:** 11 – 15

**LOCATION:** Green St. Community Center Canteen

### **SESSION 1**

(must attend all 3 classes)

- November 16, 17, 18
- 5:30 - 7:30 pm
- \$62 Resident
- \$72 Non-Resident
- Code: 350008-1

### **SESSION 2**

(must attend all 3 classes)

- January 25, 26, 27
- 5:30 - 7:30 pm
- \$62 Resident
- \$72 Non-Resident
- **Code:** 350008-2

## Concord Board of Realtors 2010 Annual Charity Auction a Success!!!

On October 14th the 6th Annual Community Auction Event was held at the Audubon Society in Concord, NH. This was a live auction which also featured a Red Sox VIP Package Raffle. The proceeds were to benefit both the Concord-Merrimack County SPCA and McKenna's House. It appears that each of these organizations will receive approximately \$7,000 from the proceeds of this event!



Pictured here is the Christmas Basket that was donated to the auction from **Prudential Verani Realty**.



Pictured here is the auctioneer "working the crowd."

# Region 3

Salem Office News

## Senior Party Sponsored By Rachel Barrett

**Rachel Barrett**, our very own talented face painter donated her time & talent at the Halloween Party for Salem Seniors held at the Ingram Senior Center! She was the hit of the party! She also received this thank you:

Dear Rachel,  
Thank you so much for providing Face Painting for our seniors at our Halloween Party, It turned out to be a fantastic hit! We greatly appreciate you giving so generously of your time, talent and resources, It was such fun! Hope you enjoyed yourself too! ~ Patti Drelick, Director, Senior Salem Services



## Scott Moore Welcomes First Grandson!



Welcome to the world Jordan Joseph Moore! Jordan was born on October 23, 2010, weighs 6 lbs. 1 oz and is 18" long! Jordan is the first grandchild for Scott and is he ever a proud Grandpa!!!

## Harvest Luncheon

Our 2nd Annual Harvest Luncheon was held and proved that the Iron Chefs have nothing on Region 3! Dish after dish and plate after plate of incredible foods! Appetizers, soups, entrees, breads & desserts! We declared it a calorie free zone and a fabulous time was had by all!



# Region 4

Londonderry Office News

## A Wicked Good Time This Halloween



**Dottie Baker**, our “Wicked” Londonderry Front Desk Receptionist, greeted customers and associates this Halloween in style in the front lobby.

## A Note of Appreciation For Cheryl Herbert



Below is a note John MacGilvary received for **Cheryl Herbert**:

Hi John ~ I am writing to you, because I understand you are the manager of Prudential Verani Londonderry. These days good customer service seems hard to come by, so I believe it is important to acknowledge those when they perform an outstanding job.

Being a young 1<sup>st</sup> time homebuyer I have been very naive to the process of buying a home and Cheryl has been extremely professional treating me with the utmost respect.

Cheryl has always been available whenever I have questions and has worked very efficiently in making sure the process keeps running along smoothly. I will be sure to recommend Cheryl and your office to any of my friends and family. ~ Thank you very much, Abbey Etlinger

## Val Munoz Encounters A Moose!

Val Munoz nearly had a heart attack, and did a 4 wheel slide, in the Londonderry parking lot to avoid hitting a moose!



## Real Estate Bar Camp (REBCNH)

The first Real Estate Bar Camp (REBCNH) of New Hampshire was held this October at the gorgeous Mount Washington Hotel and Prudential Verani Realty was one of the a proud sponsors (as well as Brokers Title!)



This free, all day event is commonly referred to as a un-conference and/or a day of peer to peer learning. The agenda is typically set the morning of camp by the participants and based on what topics they find interesting. The rule of two feet is at play... if you don't like the session you're in... just get up and go to another one.

Folks from all over the east coast come here to present sessions as well as some who just come to attend camp. The topics ran from Videos to Four Square to QR codes to SEO techniques to Twitter to Online Ethics to FaceBook and much more. Each session runs about 50 minutes and the feedback has been incredible. Most people had no clue what to expect and left asking when will the next one be.

Over 100 people attended and in addition to those mentioned in the photo below, **Susan Hodgkins, Judy Tuscano and Becky Brown** were also in attendance.



Pictured here: **Monika McGillicuddy, John MacGilvary, Maggie Verani, Jay McGillicuddy and Mary Goodnow.**

# Region 4

Londonderry Office News

## Nancy Philbrick Recognized For Internet Marketing Excellence



In addition to the article mentioned on Region 1's page, REALTOR.com® National Speaker, Joe Sesso, also presented **Nancy Philbrick**, Londonderry Agent, with the "Real Estate Online Marketing Award of Excellence"

at a recent real estate marketing and technology seminar.

## "Fannie and Freddie"



GSSBR held their Annual Halloween Bash with proceeds going to the NH Dream Factory. **Peg and Bob Walther** attended as Fannie Mae & Freddie Mac!

## Peg & Bob Walther Are Proud New Grandparents Again!



Katherine (Katie) Rhoads Walther arrived on September 22. She joins sister Caroline (Age 6 1/2) and brother Dylan (Age 4). Congratulations Peg & Bob!

## HYPE Kickoff Event – Oktoberfest / Screamfest



**Erika Stewart** (pictured left, Londonderry Office with Donna Morris, right, Executive Director of the Greater Salem Chamber of Commerce) was asked to make a presentation on her new profession at HYPE's Kickoff Event at Canobie Lake Park on October 28th. She spoke about her marketing background, role as a Realtor®, a company overview, the real estate market, and gave some tips for home buyers.

HYPE (Helping Young Professionals Excel) is a new committee formed by the Greater Salem Chamber of Commerce. It was created because the Chamber saw a need to promote networking and relationship building in the community with events appealing to the young workforce, 40 and under. Food and seasonal beers were served, Tubeomeisters and Polka bands performed onstage and later in the evening, attendees enjoyed Canobie's Screamfest rides and haunted houses.



## Five Star REP Conference

**Peg Walther** with Chris Wallace at the Five Star REO Conference in Dallas.



# Region 5

Hampton, Epping & Exeter Office News

## Kathy Rush Is A Grandma!

Congratulations to **Kathy Rush**...the proud grandmother of her 1<sup>st</sup> grandchild, Sienna Grace Rush (daughter of Eric and Corey Rush.)



## Kristie Jorgensen Seacoast Board Inductee

Congratulations to **Kristie Jorgensen**, Portsmouth Office, who was just inducted into the Seacoast Board of REALTORS®.



**Kristie Jorgensen**, front row, gold blazer.

## Getting Ready For The "Making Strides Against Breast Cancer Walk!"

**Sharon Macpherson** (Hampton Office) our team captain for the "Verani Voices" has organized a great group of walkers for the October 17, 2010 Making Strides Against Breast Cancer Walk of Exeter, NH.

Our goal was to collect \$1000 for this cause...and so far we've surpassed our goal by collecting over \$4200! If you are still interested in donating [please click here](#).

Saving lives from breast cancer starts one team, one walker, and one dollar at a time. Join us, and together we will create a world with less breast cancer and more birthday celebrations! **Very Caring, Very Verani!**

### The "Verani Voices"



**Donna Frederick & Diane Boyton!**



**Front window of the Exeter Office.**



### New Commercial Property: 450 Acre School Campus Facility For Sale, Antrim, NH

Nestled on a hillside, known locally as Hawthorne Mountain, this property boasts over 400 acres. At the northern end of the property at the higher elevation is Bagley Pond. The property owns 680 feet on this pristine, private pond, whose ownership is shared with only one other owner. The southern border is composed of North Branch River and River Road which flows west to east and terminates in Franklin Pierce Lake.

The campus infrastructure of roads, driveways, water and sewer systems is designed to serve 1500 people and sits between areas that are forested & undeveloped and forested & river front with direct access from Route 9 & 31. There are currently 8 buildings on the campus.

In 1991, the college was purchased by a flight school along with the now separated Deering Airfield in nearby Deering. The buildings were renovated at that time, with new energy efficient propane forced hot water heating systems.

Scarborough Hall is the main residence and meeting room building in use today. It is a block construction with brick exterior, interior stairways, elevator service and stairwells at each end. It has been redesigned to combine meeting rooms, dining facility, commercial kitchen and several single rooms with shared  $\frac{3}{4}$  bath as well as apartment suites.

The list price for this property is \$4,800,000. For more information please visit [www.nhcampusforsale.com](http://www.nhcampusforsale.com) or contact Tom Duffy at 603-845-2101.



# New Homes

New Homes Division News

## The Unveiling Of A Wonderful New Community!

It has been a long winding road to get to the ribbon cutting event at Weirs Beach Village off 198 Endicott Street in Laconia, NH. The hard work, dedication, vision and enthusiasm culminated with a ribbon cutting ceremony with Developer Skip Kelly of Weirs Beach Village LLC, new homeowners and town officials.

Mr. Kelly gave a small speech thanking the many people and organizations that helped to bring this community to fruition. The first few homes closed in September and with a busy Fall season 10 more are waiting to close on their new homes.

Weirs Beach Village is a charming and unique new community of year round single family homes located in the heart of the Weirs Beach area. They are affordable with starting prices of \$144,900 and offer stylish, efficient and well constructed homes with 4 different styles to choose.

The new homes at Weirs Beach Village are about lifestyle within walking distance to Weirs Beach and minutes to wintertime fun on the lake and at Gunstock Mountain. The community will also include an onsite pool and clubhouse. Located in the Lake Winnepesaukee recreational paradise; it is year round fun close by.

The new homes are being marketed by Prudential Verani Realty New Homes Division. For more information visit us at [www.weirsbeachvillage.com](http://www.weirsbeachvillage.com) or call 603-845-2277.



**Skip Kelly** (Left) and future homeowners cut the ribbon!



Team Leader **Bonnie Gravel** & **Rick Guay** (all smiles!)



**Janis Cashman** (wearing the pretty scarf) is thinking "It's about time!"



**Gail Nickerson**, a new homeowner at Weirs Beach and **Pete Hodgkins**.